

1 **50705/DMC/E267**

WHAT IS CLAIMED IS:

5 1. A method using a computer of determining a goods
requirement, comprising:

 receiving historical information relating to historical
sales levels of the goods;

10 receiving forecasted associated trend information
relating to trends associated with demand for the goods; and

 determining an expected demand for the goods using the
15 historical information and the forecasted associated trend
information.

 2. The method of claim 1 wherein the expected demand is
determined for a specific distribution network.

20 3. The method of claim 1 wherein the expected demand is
determined for a specific region.

 4. The method of claim 1 further comprising receiving
25 further historical associated information, the further
historical associated information comprising forecasted
associated trend information for a prior period.

 5. The method of claim 4 wherein the forecasted
30 associated trend information for a prior period is a prior
season.

 6. A method using a computer of determining an expected
demand for a good, comprising:

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determining a baseline quantity for the good;

5 receiving an estimate of circumstances which have a
correlation with the demand for the good; and

adjusting the baseline quantity using the estimate of
circumstances.

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7. The method of claim 6 wherein the baseline quantity
is the quantity of goods expected to be required at a given
time at a particular retail location.

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8. The method of claim 6 wherein the baseline quantity
is the quantity of goods expected to be required for a
distribution center of a particular retailer.

20 9. A method using a computer of determining an expected
demand for a good, comprising:

performing setup functions;

determining a baseline forecast through multiple
regression analysis using historical levels of consumption for
the good;

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receiving associated predictive information regarding the
goods; and

adjusting the baseline forecast using the associated
predictive information regarding the goods.

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10. The method of claim 9 wherein the associated
predictive information is an expected number of individuals
afflicted with an illness and an alert status level for the
illness.

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11. The method of claim 10 wherein adjusting the
baseline forecast comprises determining an average number of
5 units by averaging the multiple of the expected number of
individuals by historical number of sales corresponding to the
expected number of individuals and the multiple of a net
change in expected number of individuals and a population
affected adjustment factor.

10 12. The method of claim 11 wherein adjusting the
baseline forecast comprises using the average number of units,
a pivot factor, and an out of stock opportunity percent.

15 13. A system for determining a goods forecast,
comprising:

means for receiving historical information relating to
historical sales levels of the goods;

20 means for receiving forecasted associated trend
information relating to trends associated with demand for the
goods; and

25 means for determining an expected demand for the goods
using the historical information and the forecasted associated
trend information.

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